

Fresh Oranges:

Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during October, 2004. The denominator represents the total number of FEU shipped, b carriers, throughout the 2004 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, October, 2004.

Market Share-October:

Each carrier's current market share is based on the number of containers shipped during October, 2004. Source: PIERS, October, 2004.

Market Share-CY 2004:

Each carrier's market share is based on the total number of containers shipped throughout the 2004 calendar year. Source: PIERS, 2004.

Transit Time:

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line", "The Shipping Guide on the Web" and individual shipping line websites.

Ocean Rates:

Ocean rates are applicable for December 31, 2004. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the Descartes on-line rate tariff, PLUS Tariff retrieval systems, extariff rate retrieval system, and individual shipping line websites.

Container Rate:

Container rates for Fresh Oranges are quoted on full 40-foot refrigerated containers unless otherwise noted.

Definitions:

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

Chassis = Chassis Surcharge

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Ron Hagen, April Taylor, and Camia Lane of the Transportation Services Branch, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Taylor on (202) 690-1326, or Lane on (202) 690-1304 or by fax on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

Issue Date: December 31, 2004 Page 1 of 4

L.A./L.B./Oakland Ports To Busan, South Korea

Fresh Oranges

Monthly Market Share For: October 2004

Month\Year: 2.4 \ 12.121.6

171011111 (1 041. 2.1 (12)	Market Share	Market Share CY	Transit Time in Days	Ocean Rate								
Carrier					BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Hanjin	84%	30%	9									
Hyundai	16%	33%	10									
APL	0%	11%	10	\$4,450	\$275							\$4,725
Yang Ming	0%	5%	12									
Hapag-Lloyd	0%	4%	12	\$2.63 ¹⁹	\$14 ¹⁶	\$40					1008 pkgs	\$2,943
Maersk-SeaLand	0%	4%	12	\$3,700	\$275	\$40						\$4,015

Average Container Rate

Issue Date: December 31, 2004 Page 2 of 4

¹⁶ Rate is calculated per KT not by container.

¹⁹ Rate is per package

L.A./L.B./Oakland Ports To Hong Kong

Fresh Oranges

Monthly Market Share For: October 2004

Month\Year: 265.0 \ 9.044.4

Wionin (Year. 200.0 (S	Market Share	Market Share CY	Transit									
Carrier			Time in Days	Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Norasia	39%	8%	18									
Marbua	19%	3%	20									
Hyundai	13%	10%	15									
Maersk-SeaLand	6%	21%	19	\$3,400	\$275	\$40						\$3,715
P&O Nedlloyd	6%	6%	12	\$3,510	\$275	\$40						\$3,825
China National	5%	0%										
COSCO	3%	2%	16									
Hatsu Marine Ltd.	2%	3%	14									
NYK Line	2%	10%	12	\$2,800	\$275							\$3,075
MOL	2%	4%	15	\$4,700	\$275	\$40						\$5,015
APL	2%	4%	13	\$4,350	\$275							\$4,625
China Shipping	1%	8%	13 ⁵									
OOCL	1%	6%	12									
Evergreen	0%	8%	12									
									\boldsymbol{A}	verage Conto	uiner Rate	\$3,866

⁵ Transit time is based on departure from Los Angeles, CA.

Issue Date: December 31, 2004 Page 3 of 4

L.A./L.B./Oakland Ports To Singapore

Fresh Oranges

Monthly Market Share For: October 2004

Month	\Year	80\	١ 1	.762.9
vioiiii	\ i cai	O.U.	٠.	. / UZ.9

Monun (1 ear. 0.0 \ 1,7	02.9	Market Share CY	Transit Time in Days			Surcharges:							
Carrier	Market Share			Ocean Rate	BAF	CHASSIS C	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
P&O Nedlloyd	75%	22%	17	\$3,700	\$275	\$40							\$4,015
NYK Line	25%	43%	17	\$3,050	\$275								\$3,325
OOCL	0%	15%	16										
MOL	0%	4%	20	\$4,950	\$275	\$40							\$5,265
Maersk-SeaLand	0%	4%	27	\$3,800	\$275	\$40	8%						\$4,419
										A	verage Conta	iner Rate	\$3,843

Average Container Rate

Page 4 of 4 Issue Date: December 31, 2004